

Argon Medical Devices: Building Compliance at Scale With Assent

The Challenge: Global Compliance Without the Resources

Argon Medical is a fast-growing medical device manufacturer known for innovation in interventional radiology and biopsy technologies, with brands such as Skater, Option Elite, Scorpion, and BioPince Ultra. But growth brings complexity.

Manual processes were no longer sustainable. Customer requests could take days or weeks to fulfill, and the company was increasingly at risk of falling behind on market access requirements like the Registration, Evaluation, Authorisation, and Restriction of Chemicals (REACH) Regulation; the Restriction of Hazardous Substances (RoHS) Directive; and per- and polyfluoroalkyl substances (PFAS). A small compliance team was expected to manage regulatory reporting for tens of thousands of parts, across multiple product lines and acquisitions.

With products sold in over 90 countries and new regulations emerging constantly, Argon needed a way to scale its compliance program without doubling its headcount.

Argon & Assent: A Partnership for Deep Sustainability

Argon selected Assent to centralize and scale its product compliance program. With Assent, Argon gained:

- ▶ A cloud-based, AI-powered platform to manage supplier data across global facilities
- ▶ Automated data collection and validation
- ▶ Supplier training and engagement tools
- ▶ Fast access to compliance documentation to support sales and customer service
- ▶ Increased R&D cycle velocity, product development ROI, and speed to market

Assent at Work for Argon Medical

96%

Reduction in time to reply to customers

50%

Fewer resourcing requirements

~80%

Less time needed to create compliance documents

The Results: Faster Response, Lower Costs, Higher Confidence

By centralizing compliance data and automating routine processes, Argon has cut response times by 96%. That's not just faster — it's transformative. Tasks that used to tie up resources for days are now handled with a few clicks, allowing the team to focus on strategic work.

Staffing needs have changed too. Without Assent, Argon estimates it would need at least six full-time equivalents to keep up. That represents a 50% reduction in potential manual effort, while improving on both the quality and speed of supplier replies.

Every product Argon makes must meet strict documentation standards before it can be sold or shipped, especially to original equipment manufacturers (OEMs) and hospitals. In some countries, these certificates are non-negotiable: no certificate, no sale. With Assent, Argon can instantly generate and share the documents that keep their products moving and revenue flowing.

For Argon's R&D team, Assent's value goes even deeper. By validating material and supplier data early in the design process, R&D can flag regulatory risks before they turn into costly redesigns or delays. Teams confirm chemical composition and regulatory alignment up front, long before a prototype is finalized. That means faster product development, fewer compliance roadblocks, and a stronger return on investment when new innovations go to market.

Compliance has become a core part of how Argon Medical operates. It's not just about staying compliant — it's about doing business faster, smarter, and more sustainably.

Company Snapshot

3,300+ finished SKUs

50,000–60,000 component parts

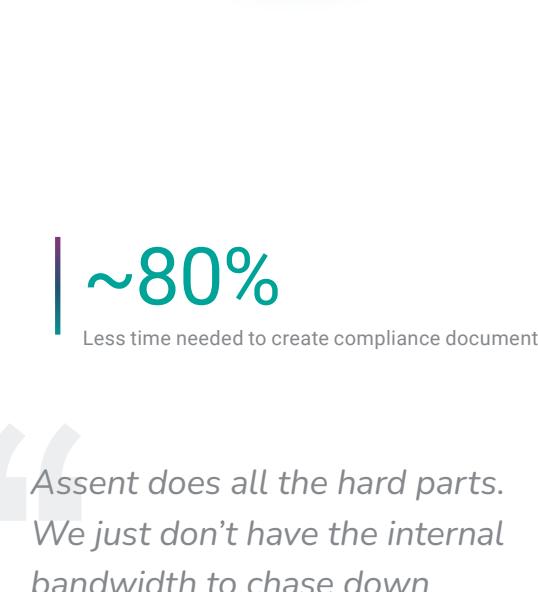
630 suppliers across 90+ countries

500+ customers, including OEMs and hospitals, across 100+ countries

100% of revenue tied to regulatory documentation

We couldn't sell to our customers without Assent, and it would take a tremendous amount of time to comply.

—Christopher Mix, Manager of Corporate Compliance, Argon Medical Devices



Assent does all the hard parts. We just don't have the internal bandwidth to chase down thousands of suppliers or stay ahead of every regulatory change. Tasks that once took days now take minutes.

—Christopher Mix, Manager of Corporate Compliance, Argon Medical Devices

Argon Medical Brands:

Option ELITE

Retrievable Vena Cava Filter

SKATER

BioPince

FULL CORE BIOPSY SYSTEM

SCORPION

PORTAL VEIN ACCESS SET

Speed to market is very important. We're privately held [and] we need to hit ROI targets fast. Assent helps us get there.

—Christopher Mix, Manager of Corporate Compliance, Argon Medical Devices

Ready to Take Your Compliance to the Next Level?

Compliance data is the key to success in today's marketplace. Stay ahead of the regulatory curve with a proactive approach that gives your business a competitive edge. Discover how Assent's AI-enhanced platform simplifies and accelerates access to supplier data, helping you meet customer and regulatory expectations while driving growth.

Book a Demo